

From: Hemmen Carrie-TWRH87 [carrie.hemmen@motorolasolutions.com]
Sent: Monday, November 10, 2014 8:19 AM
To: Mock, Tyson
Cc: Hanson, Britt; Genz, Mark; Capas, Carol; Dannels, Mark; Dieter Schmidt; Lombana Miguel-CML040; Hemmen Carrie-TWRH87; Gonzales Steve-cgin15; Nichols Lonnie-DBFN86 (Partner)
Subject: Post Warranty Maintenance
Attachments: Cochise Services Presentation - Final.pdf

Importance: High

Tyson –

Please see the below pricing estimates for post warranty maintenance services for years 2-5 upon completion of the first year included warranty. As discussed, the post warranty maintenance would more than likely begin in 2017. I also included the prior presentation that Miguel Lombana presented in July 2014. This presentation defines the various services available and describes what they each cover, as well as around page 32, he lists the recommended “base” services, then tiers up from there.

In the table below, we have included all of the maintenance options that you will receive in during the first year warranty period which will allow you a full year to receive and experience all of the services and help you determine if you would like to proceed with all of the services, or select ala carte. But, we wanted to include pricing for all.

You will also note that there is pricing for not only the 700 Mhz system you are presenting to the BOS, but I also included the prior pricing presented for the VHF system. The pricing for the VHF has all of the services in that one total number, for reference. And, of course, when it comes time to discuss a maintenance package, we will incorporate bundling discounts with the two systems.

700mhz

Service	Year 2	Year 3	Year 4	Year 5
Dispatch	\$ 10,610	\$ 10,928	\$ 11,256	\$ 11,594
Technical Support	\$ 24,357	\$ 25,088	\$ 25,840	\$ 26,615
Infrastructure Repair with Advanced Replacement	\$ 80,097	\$ 82,500	\$ 84,975	\$ 87,524
On-Site Infrastructure Response	\$ 105,165	\$ 108,319	\$ 111,569	\$ 114,916
Network Preventative Maintenance	\$ 18,447	\$ 19,000	\$ 19,570	\$ 20,157
Network Monitoring	\$ 13,990	\$ 14,410	\$ 14,842	\$ 15,288
Security Monitoring	\$ 8,350	\$ 8,601	\$ 8,859	\$ 9,124
Security Update Service	\$ 8,615	\$ 8,874	\$ 9,140	\$ 9,414
Total for 700 Mhz System	\$ 269,630	\$ 277,719	\$ 286,051	\$ 294,632
VHF System (with all services above)	\$ 102,337	\$ 107,454	\$ 112,826	\$ 118,468

Please let me know if you have any questions, and if you need anything further to help prepare for the BOS meeting regarding maintenance.

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